

UNITED STATES OF AMERICA  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

Competitive Product Prices  
Priority Mail & First-Class Package Service  
Priority Mail & First-Class Package Service Contract 57

Docket No. MC2017-201

Competitive Product Prices  
Priority Mail & First-Class Package Service Contract 57  
(MC2017-201)  
Negotiated Service Agreement

Docket No. CP2017-304

PUBLIC REPRESENTATIVE COMMENTS ON  
POSTAL SERVICE REQUEST TO ADD  
PRIORITY MAIL & FIRST-CLASS PACKAGE SERVICE  
CONTRACT 57 TO THE COMPETITIVE PRODUCT LIST

(September 19, 2017)

The Public Representative hereby provides comments pursuant to the Commission's Order Initiating this docket.<sup>1</sup> In that Order, the Commission established the above referenced docket to receive comments from interested persons, including the undersigned Public Representative, on a Postal Service Request to add Priority Mail & First-Class Package Service Contract 57 to the competitive product list.<sup>2</sup> The Postal Service's Request includes a Statement of Supporting Justification, a certification of compliance with 39 U.S.C. § 3633(a), and a copy of Governor's Decision No. 11-6. In addition, the Postal Service filed a public version of the contract related to the proposed new product. The contract was also filed in its entirety as a non-public document, along with required financial data.

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<sup>1</sup> PRC Notice Initiating Docket No. MC2017-201/CP2017-304, September 14, 2017

<sup>2</sup> Request of the United States Postal Service to Add Priority Mail & First-Class Package Service Contract 57 to the Competitive Product List and Notice of Filing (Under Seal) of Unredacted Governors' Decision, Contract, and Supporting Data, September 13, 2017 (Request).

The Postal Service states that Priority Mail & First-Class Package Service Contract 57 is a competitive product “not of general applicability within the meaning of 39 U.S.C. § 3632(b)(3).” Request at 1. The Postal Service also maintains that the prices and classification underlying the instant contract are supported by Governors’ Decision No. 11-6.<sup>3</sup> The Postal Service further asserts that the Statement of Supporting Justification provides support for adding Priority Mail & First-Class Package Service Contract 57 to the competitive product list and the compliance of the instant contract with 39 U.S.C. § 3633(a). Request at 2.

The effective date of the instant contract is two (2) business days following the day on which the Commission issues all necessary regulatory approvals. *Id.*, Attachment B at 4. The contract is scheduled to expire three (3) years from the effective date unless either party terminates the contract on 30 days’ prior written notification. *Id.*

## COMMENTS

The Public Representative has reviewed the instant contract, the Statement of Supporting Justification, and financial model filed under seal that accompanies the Postal Service’s Request. Based upon that review, the Public Representative concludes that Priority Mail & First-Class Package Service Contract 57 should be categorized as a competitive product and added to the competitive product list. In addition, it appears that the instant contract should generate sufficient revenues to cover costs and thereby satisfy the standards of 39 U.S.C. § 3633(a).

*Product List Assignment.* Pursuant to 39 U.S.C. § 3642, the Postal Service requests that Priority Mail and First-Class Package Service Contract 57 be added to the competitive product list. 39 U.S.C. § 3642 requires the Commission to consider whether “the Postal Service exercises sufficient market power that it can effectively set

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<sup>3</sup> Decision of the Governors of the United States Postal Service on Establishment of Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, March 22, 2011 (Governors’ Decision No. 11-6).

the price of such product substantially above costs, raise prices significantly, decrease quality, or decrease output, without risk of losing a significant level of business to other firms offering similar products.” 39 U.S.C. § 3642(b)(1). Products over which the Postal Service exercises such powers are categorized as market dominant while all others are categorized as competitive.

The Postal Service makes a number of assertions that address the considerations of section 3642(b)(1). Request, Attachment D, at 2. Based upon these assertions, the Public Representative concludes that the Postal Service’s Request to add Priority Mail and First-Class Package Service Contract 57 to the competitive product list is appropriate.

*Requirements of 39 U.S.C. § 3633.* Pursuant to 39 U.S.C. § 3633(a), the Postal Service’s competitive prices must not result in the subsidization of competitive products by market dominant products; ensure that each competitive product will cover its attributable costs; and, ensure that all competitive products collectively contribute an appropriate share of the institutional costs of the Postal Service. Based upon a review of the financial model, it appears the negotiated prices in the instant contract should generate sufficient revenues to cover costs during its first year.

As noted above, however, the instant contract is expected to remain in effect for a period of three years. The Postal Service provides no data to demonstrate that the instant contract will comply with the requirements of 39 U.S.C. § 3633(a) during the final two years of the contract. This concern is somewhat mitigated by the fact that the terms of the instant contract provide a formula for an annual adjustment in the negotiated rates that should permit revenues to cover cost during years 2 and 3. Consequently, the best that can be said is that the instant contract satisfies the requirements of section 3633(a) during the first year.

In addition, the Commission has an opportunity to review the financial results for the instant contract for compliance with 39 U.S.C. § 3633(a) each year of the contract in the Annual Compliance Determination.

The Public Representative respectfully submits the foregoing comments for the Commission's consideration.

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Kenneth R. Moeller  
Public Representative

901 New York Ave. NW  
Washington, DC 20268-0001  
202-789-6888  
Kenneth.moeller@prc.gov